Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006

Message Text

UNCLASSIFIED

23 45
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W
---------- 013462
P 061320Z DEC 76
FM AMEMBASSY COPENHAGEN
TO SECSTATE WASHDC PRIORITY 3687

UNCLAS COPENHAGEN 4464

EO 11652: N/A
TAGS: BBSTR, DA
SUBJECT: GLOBAL MARKET RESEARCH: A) PRODUCTION EQUIPMENT AND MATERIALS FOR ELECTRNOIC COMPONENTS; B) ELECTRONIC COMPONENTS

REF: STATE A-4989

1. EMBASSY ISSUED INVITATION TO EIGHT SELECTED COMPANIES TO BID FOR SUBJECT MARKET STUDY. INVITATION WAS FOLLOWED BY PERSONAL BRIEFING BY COMATT, ATTENDED BY THREE COMPANIES. ONE COMPANY HAS SUBMITTED FINAL BID. TWO COPIES WERE FORWARDED TO COMMERCE IN COMPLIANCE WITH REFAIR.

2. SUMMARY OF BID: BIDDER: ARROW MANAGEMENT, COPENHAGEN. BID COVERS DENMARK, OR SWEDEN, OR NORWAY, OR ANY COMBINATION OF THESE COUNTRIES. PRICES ARE: DENMARK: $9,100; SWEDEN: $9,700; NORWARY: $8,600; DENMARK AND SWEDEN; $16,900; DENMARK AND NORWAY: $15,900; SWEDEN AND NORWAY: $16,500; DENMARK, SWEDEN AND NORWAY: DWENEPPM NUMBER OF TOTAL PERSONAL INTERVIEWS FOR EACH COUNTRY: 46, DISTRIBUTED AS PER THE FOLLOWING: IMPORTERS, AGENTS, DISTRIBUTORS, WHOLESALERS, DEALERS AND RETAILERS: 12. END-USERS: 18. ELECTRONIC MANUFACTURERS: 8. TRADE ASSOCIATIONS: 3. TRADE PUBLICATIMS: 2. GOVERNMENT OFFICIALS: 3. RECOMMENDATION: ARROW MANAGEMENT HAS COMPLETED A NUMBER OF MARKET BRIEFS FOR THIS EMBASSY. THE FOLLOWING PERTAIN TO THE SUGGESTED STUDY:ELECTRONICS INDUSTRY PRODUCTION AND TESTING EQUIPMENT; PROCESS CONTROL INSTRUMENTS; SCIENTIFIC INSTRUMENTS:SLECTRONIC COMPONENTS: MICROWAVE TECHNOLOGY. AMONG THE COMPANY'S CLIENTS ARE THE DANISH DEFENSE COMMAND;
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IBM DENMARK, AND SPERRY RAND CORP. (BELGIUM). ARROW

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MANAGEMENT HAS A LONG, SATISFACTORY RECORD OF COOPERATION
WITH EMBASSY. IF PRICE IS COMPETITIVE WITH THAT OF BIDDERS
FROM OTHER COUNTRIES,WE RECOMMEND STRONGLY THAT CONTRACT GO
TO ARROW.
DEAN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 06 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976COPENH04464
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760450-0362
From: COPENHAGEN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761270/aaaacivy.tel
Line Count: 66
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Classification: n/a
Previous Handling Restrictions: n/a
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Status: NATIVE
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